

Message Text

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PAGE 01 MUSCAT 01619 300511Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
-----300514Z 027868 /20
R 300335Z DEC 76
FM AMEMBASSY MUSCAT
TO SECSTATE WASHDC 2792
INFO USDOC WASHDC

UNCLAS MUSCAT 1619

E.O. 11652: N/A
TAGS: BGEN PDEV MU
SUBJECT: US COMMERCIAL FIRM OPERATING ON MASIRAH, SEEKING TO
EXPAND RELATED WORK IN OMAN

REF: MUSCAT 1250, MUSCAT 1307

1. AMCIT MANAGER IN OMAN FOR GLOBAL CHEMICAL SYSTEMS, INC., OF GARDENA, CAL., DONALD PROUD, HAS DESCRIBED FOR US HIS FIRM'S EARLY EXPERIENCE IN OPERATING AND MAINTAINING SMALL DESALTING PLANT ON MASIRAH ISLAND UNDER CONTRACT TO MIN COMMUNICATIONS. PLANT WAS COMPLETED SEVERAL MONTHS AGO BY MOTHERCAT CO. (WHICH INCIDENTALLY IS CURRENTLY BUILDING SEVERAL SUCH PLANTS FOR OMANGOV IN MUSANDAM PENINSULA). MR. PROUD HAS ABOUT 45 EMPLOYEES TO RUN MASIRAH SATATION, MAINLY FILIPINOS BUT INCLUDING 14 OMANI TRAINEES FROM THE ISLAND. HE IS VERY PLEASED WITH COOPERATION HE RECEIVES FROM WALI OF MASIRAH, INCLUDING HELP IN RECRUITING LOCAL OMANIS FOR TRAINING AND EMPLOYMNET. PROUD STATED THAT BOTH RAF AND OMANI AIR FORCE (SOAF) ALSO HAVE PROVIDED INVALUABLE HELP, INCLUDING AIR TRANSPORT TO AND FROM ISLAND, THERE BEING NO COMMERCIAL AIR SERVICES. HE SAID SOAF WILL BE PERMITTING ITS OFFICERS ASSIGNED TO MASIRAH AIRFIELD AND PILOT TRAINING SCHOOL TO HAVE THEIR WIVES IN RESIDENCE STARTING THIS SPRING, WHICH WILL BE DEPARTURE FROM LONG-STANDING RAF PRACTICE CALLING FOR UNACCOMPANIED TOURS ON MASIRAH.

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2. GLOBAL CHEMICAL ALSO HAS SUBMITTED BID TO OPERATE AND MAINTAIN 26 DIESEL POWER STATIONS IN SCATTERED PARTS OF OMAN BEING BUILT BY HAWKER SIDDELEY OF UK AND SOGEX OF LEBANON (REFTELS CALLED ATTENTION TO BID OPPORTUNITY FOR 19 OF THESE). COMPANY FACES COMPETITION, PARTICULARLY FROM INDIAN FIRMS WHICH HAVE SUBMITTED MUCH LOWER OFFERS, BUT

IS OPTIMISTIC ABOUT ITS CHANCES. COMPANY REP HAS ESTIMATED THIS CONTRACT COULD BE WORTH UP TO DOLS 150 MILLION OVER PERIOD OF NEARLY SIX YEARS, WHICH EACH STATION BEING SERVED FOR FOUR YEARS FOLLOWING ITS ACTUAL COMMISSIONING, WHICH WILL OCCUR AT VARIOUS DATES IN 1977-78. SHOULD IT WIN CONTRACT, GLOBAL CHEMICAL PLANS TO EMPLOY NEARLY 60 AMCITS IN COUNTRY INCLUDING STATION MANAGER AT EACH SITE.

3. MOTHERCAT MANAGER HAS VOLUNTEERED TO US MORE THAN ONCE HIS CONVICTION THAT GLOBAL CHEMICAL IS DOING EXCELLENT JOB WITH DESALTING PLANT ON MASIRAH. HE ADDED, HOWEVER THAT IT "COMES EXPENSIVE" AND HE IS PESSIMISTIC ABOUT COMPANY'S CHANCES OF GETTING COUNTRY-WIDE POWER STATION MAINTENANCE CONTRACT (PARA 2) UNLESS ITS LOCAL AGENT EXERTS EVERY EFFORT ON GLOBAL CHEMICAL'S BEHALF.

4. PROUD WORKED 6 YEARS IN SAUDI ARABIA FOR GLOBAL CHEMICAL AND HAS SPOKEN OF CLOSE ASSOCIATION WITH WELL-KNOWN POLITICAL CONSULTANT KAMAL ADHAM.

5. COMMENT. WITH ONGOING AIRFIELD ORGANIZATIONAL AND PERSONNEL CHANGEOVER, NEW DESALTING PLANT, AND EFFORTS BY MINS HEALTH AND EDUCATION TO GET NEW CLINICS AND SCHOOL FUNCTIONING, COMPLEXION OF MAWIRAH IN TERMS OF EXPATRIATE PRESENCE IS CHANGING RAPIDLY. ADD TO THIS THE POSSIBILITY OF 2 OR 3 PEACE CORPS VOLUNTEER NURSES ON ISLAND STARTING NEXT MONTH AND YOU HAVE YET ANOTHER FACTOR FOR CHANGE.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: BUSINESS FIRMS
Control Number: n/a
Copy: SINGLE
Draft Date: 30 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976MUSCAT01619
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760475-1076
From: MUSCAT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t1976124/aaaaacuj.tel
Line Count: 88
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 MUSCAT 1250, 77 MUSCAT 1307
Review Action: RELEASED, APPROVED
Review Authority: vogelfj
Review Comment: n/a
Review Content Flags:
Review Date: 03 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <03 JUN 2004 by chengls>; APPROVED <28 DEC 2004 by vogelfj>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: US COMMERCIAL FIRM OPERATING ON MASIRAH, SEEKING TO EXPAND RELATED WORK IN OMAN
TAGS: BGEN, PDEV, MU, GLOBAL CHEMICAL SYSTEMS INC
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006